ABSTRACT OF THE DISCLOSURE

Disclosed is a thermoelectric material which is represented by the following composition formula (1) or (2) and comprises as a major phase an MgAgAs type crystal structure:

 $(Ti_{a1}Zr_{b1}Hf_{c1})_xNi_ySn_{100-x-y}$

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composition formula (1);

 $(\operatorname{Ln_d}(\operatorname{Ti_{a2}Zr_{b2}Hf_{c2}})_{1-d})_x\operatorname{Ni_ySn_{100-x-y}}$

composition formula (2);